

Message Text

UNCLASSIFIED

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15

ACTION NEA-09

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P R 210525Z SEP 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 0954

UNCLAS KUWAIT 4011

FROM EMBASSY DOHA

EO 11652: NA

TAGS: BEXP QA

SUBJ: TRADE OPPORTUNITY: 2000 BOTTLES PLASMA

1. REPUTABLE QATARI FIRM HAS BEEN ASKED BY GOQ MINISTRY OF HEALTH TO OBTAIN 2000 BOTTLES PLASMA PROTEIN FRACTION (HUMAN), U.S.P. FIRM HAS CONTACTED CUTTER LABORATORIES OVERSEAS CORP, AND WAS REFERRED TO DISTRIBUTOR IN BEIRUT. HOWEVER, GOQ HAS SAID IT WILL NOT ACCEPT BIDS FROM MIDDLEMEN.

2. THIS ORDER IS LIKELY TO BE REPEATED IN FUTURE AND REPRESENTS EXCELLENT CHANCE FOR US COMPANY TO ESTABLISH ITSELF IN PHARMACEUTICAL MARKET HERE. QATARI FIRM HAS EXTENSIVE CONTACTS IN OTHER GULF COUNTRIES AND FEELS AMERICAN PRODUCTS COULD BE VERY COMPETITIVE IN AREA. REQUEST COMMERCE CONTACT CUTTER (4TH & PARKER ST, BERKELEY, CALIF, PHONE NUMBER NOT AVAILABLE), AND ASK IF COMPANY WILLING SUPPLY PLASMA DIRECT FROM US. IF NOT, PLEASE FURNISH NAMES OF FIRMS ABLE FILL ORDER AND INTERESTED IN ENTERING GULF MARKET FOR MEDICAL SUPPLIES.

3. REQUEST REPLY ASAP.
STOLTZFUS

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NNN

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